

Message Text

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TO AMEMBASSY BUCHAREST PRIORITY

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E.O. 11652: NA

TAGS:BEXT, EPAD, EIND, RO

SUBJECT:FOLLOW-UP TO MORTON/OPREA MEETING

REF: (A) STATE 160863, (B) STATE 161484, (C) BUCHAREST 3157

1. SUMMARY: SECOND MEETING BETWEEN GOR AND COM/BEWT OFFICIALS HELD JULY 11. MEETING FOCUSED ON TWO OF THE FOUR LISTS GOR HAD PREVIOUSLY PRESENTED. RE LIST OF LICENSES GOR GIVEN STATUS REPORT ON EXPORT CONTROL CASES INCLUDING THREE WHICH HAD BEEN DENIED. COM/BEWT WAS REQUESTED PROVIDE FURTHER INFORMATION RE DENIAL CASES NEXT MEETING. RE LIST OF PRODUCTS WHICH GOR WISHES TO SELL IN U.S., COM/BEWT OFFICIALS INDICATED (1) WILLINGNESS TO HELP BUT NEED FOR MORE SPECIFIC INFORMATION; AND (2) ADVISE RE THOSE PRODUCT AREAS WHERE SALES POTENTIAL EXISTED OR DID NOT EXIST. COM/BEWT STRESSED NEED TO COORDINATE EFFORTS IN WASHINGTON WITH THOSE IN BUCHAREST. GOR REPRESENTATIVES AGREED. HOWEVER, IT DID NOT APPEAR THEY WERE ACQUAINTED WITH EFFORTS
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IN BUCHAREST. GOR OFFICIALS AT MEETING STRESSED INTEREST IN HAVING COM/BEWT ASSIST IN TRADE FACILITATION RE THESE LISTS AND AGAIN INDICATED DESIRE TO FOLLOW-UP THESE MEETINGS WITH VISIT OF A TEAM OF TECHNICAL EXPERTS. GOR ALSO PRE-

SENTED TO DOC AT THIS MEETING A NEW LIST OF PRODUCTS WHICH THEY HOPE TO SELL IN U.S. IMMEDIATELY TO HELP OFFSET

FINANCIAL IMPACT OF RECENT FLOODING. NEXT MEETING TO CONSIDER REMAINDER OF LISTS SCHEDULED FOR JULY 18. END SUMMARY

2. GOR AND COM/BEWT OFFICIALS MET AGAIN ON JULY 11 TO DISCUSS LISTS IN MORE DETAIL. IN THREE HOUR SESSION I) PRODUCT LIST AND IV) LICENCES LIST WERE DISCUSSED EXTENSIVELY WITH AGREEMENT ON BOTH SIDES THAT PROGRESS WAS MADE.

3. RE IV) LICENSES LIST, DOC GAVE STATUS REPORT RE EXPORT CONTROL CASES WHICH GOR LISTED MOST OF WHICH ARE PROGRESSING FAVORABLY. COM/BEWT NOTED THREE CASES (NUMBER 1, 2, AND 3) WHICH WERE DENIED BETWEEN AUGUST AND OCTOBER 1974. GOR ADVISED THEY HAD BEEN AWARE OF DENIAL AND ACTUALLY WISHED TO DETERMINE WHETHER ANY POLICY CHANGES HAD OCCURRED WHICH MAY NOW PERMIT THEIR EXPORT LICENSING. COM/BEWT INDICATED NOT AWARE ANY POLICY CHANGES BUT PROMISED TO RE-EXAMINE SPECIFIC CASES AND PROVIDE MORE DEFINITIVE RESPONSE NEXT MEETING.

4. RE I) PRODUCT LIST, MOST OF THE MEETING WAS DEVOTED TO THIS LIST. COM/BEWT INDICATED WILLINGNESS TO HELP GOR FIND INTERESTED U.S. BUYERS THESE PRODUCT BUT ALSO STRESSED THE NEED FOR MORE SPECIFIC INFORMATION RE PRODUCTS LISTED. DETAILED REVIEW THIS LIST PRODUCED SOME SPECIFICS AND GOR IS TO RETURN WITH SPECIFIC INFORMATION. GOR CITED LACK OF MFN AS MAJOR OBSTACLE IN SELLING MANY THE PRODUCTS. GOR FURNISHED THEIR ANNUAL EXPORT SALES GOALS INTO U.S. MARKET FOR MAJORITY OF THE SPECIFIC PRODUCTS. GOR CONCEDED THAT NUMEROUS PRODUCTS SUCH AS THOSE SHOWN AS (A) METALWORKING INDUSTRY MINISTRY (B) SEVERAL ITEMS SHOWN FROM MINISTRY FOR CHEMICAL INDUSTRY AND (C) HEAVY MACHINE BUILDING INDUSTRY DIESEL HYDRAULIC LOCOMOTIVES, LIMITED OFFICIAL USE LIMITED OFFICIAL USE

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WERE WELL KNOWN TO U.S. INDUSTRY EITHER THROUGH THIRD COUNTRY MARKETS OR OTHER DIRECT RELATIONSHIPS AND THAT DOC ASSIST NEEDED WITH CONNECTIONS WAS PROBABLY MARGINAL.

5. GOR OFFICIALS REPEATED FROM FIRST MEETING DESIRE THAT COM/BEWT HELP GOR (A) TO IDENTIFY U.S. FIRMS INTERESTED TO TRADE IN THE LISTED PRODUCTS AND (B) WHERE PROBLEMS EXIST HINDERING TRADE IN THESE PRODUCTS TO ASSIST IN THEIR RESOLUTION. GOR AGAIN INDICATED ITS DESIRE TO SEND A TEAM OF TECHNICAL EXPERTS TO THE U.S. IN LATE AUGUST OR SEPTEMBER TO DISCUSS SPECIFIC ISSUES ISOLATED AS BY-PRODUCT THIS LIST REVIEW AND FORMULATE FIRM ISSUES APPROPRIATELY SCHEDULED FOR AGENDA OF NEXT JOINT COMMISSION MEETING.

6. WHEN QUERIED AS TO ANTICIPATED ITINERARY OF TEAM, GOR STATED THAT PRIMARY PURPOSE OF MISSION WOULD BE GOVERNMENT TO GOVERNMENT DISCUSSIONS. IN RESPONSE TO QUESTION OF COMPANY VISITS, GOR ADDED THAT THEY DID NOT PRECLUDE POSSIBILITY SOME EXPERTS VISITING U.S. FIRMS.

7. AT CONCLUSION OF MEETING GOR PRESENTED TO COM/BEWT A NEW LIST OF TWENTY ONE PRODUCTS SHOWING DOLLAR VALUE OR QUANTITY IMMEDIATELY AVAILABLE AND WHICH THEY REQUESTED DOC EXAMINATION AND ASSIST WITH EARLY SALE. GOR EXPLAINED THAT RECENT FLOODS IN ROMANIA WERE CAUSING SERIOUS DAMAGE TO GOR ECONOMY AND THAT IMMEDIATE SALES WOULD HELP OFFSET THE FINANCIAL IMPACT OF THESE FLOODS. COUNSELOR IONITA NOTED THAT LIST RECEIVED BY CABLE FOR URGENT ATTENTION. COM/BEWT CAUTIONED THAT MANY OF PRODUCTS RAISED SAME MARKETING PROBLEMS AS PRESENTED BY PREVIOUS I) PRODUCT LIST. IN ADDITION TRANSACTIONS OF SIZE INDICATED BY ITEMS ON LIST WOULD TAKE CONSIDERABLE AMOUNT OF TIME. DOC PROMISED TO STUDY LIST.

8. GOR OFFICIALS APPEARED UNAWARE OF EFFORTS IN BUCHAREST TO PREPARE LISTS. COM/BEWT STRESSED NEED TO COORDINATE DISCUSSIONS IN WASHINGTON AND BUCHAREST IN ORDER TO ASSURE COMMON PRIORITY INTERESTS AND OBJECTIVES.

9. BOTH SIDES AGREED TO MEET AGAIN ON JULY 18 TO DISCUSS IN DETAIL II) COOPERATION LIST AND III) EQUIPMENT LIMITED OFFICIAL USE
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AND TECHNOLOGY IMPORTS LIST.

10. REQUEST EMBASSY ADVISE RECEIPT OUR LISTS AND ANY PRELIMINARY COMMENTS EMBASSY MAY HAVE. COM/BEWT WOULD ALSO APPRECIATE IF EMBASSY POUCH LISTS PREPARED IN BUCHAREST AS SOON AS THEY ARE RECEIVED. ALSO REQUEST EMBASSY COMMENTS RE FLOOD RELIEF LIST URGENCY. LIST BEING SENT UNDER SEPARATE CABLE.

11. COMMENT: WE ARE SKEPTICAL OF THE VALUE OF A GOVERNMENT-TO-GOVERNMENT ROMANIAN MISSION TO THE U.S. WHILE WE SEE MERIT IN WELL-PREPARED VISIT SUCH AS AVRAM AND FLORESCU VISITS DURING PAST YEAR, MISSION CONFINED TO GOVERNMENT DISCUSSIONS DOES NOT APPEAR TO OFFER AS MUCH IN ADVANCING CONCRETE COMMERCIAL OBJECTIVES. WE SUGGEST THAT EMBASSY IN DISCUSSIONS WITH ROMANIANS STRESS THAT IT WOULD BE DESIRABLE FOR ROMANIAN MISSION TO EMPHASIZE CONTACTS WITH BUSINESS FIRMS. KISSINGER

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